



Loudoun County, Virginia Business Incentive Guidelines

Targeted Industries

At the discretion of the Loudoun County Board of Supervisors, qualified businesses that are relocating to or expanding within Loudoun County, Virginia may be offered incentives outlined in these guidelines. Incentives will be limited to U.S. or international companies in these industries:

- Information, Communications and Technology
- Aerospace
- Airport-Related/Air Cargo
- Federal Government Contracting
- Life Sciences
- Advanced Manufacturing
- Energy/Green Technologies
- Destination Retail

Businesses Moving to or Expanding in Virginia

Loudoun County may elect to match the Virginia Governor's Opportunity Fund.

Minimum Requirements

- The company must create a minimum of 50 new jobs which pay 100 percent of the county's median wage, which is currently \$58,000.
- The company must make a minimum \$5 million investment in buildings, land and equipment.
- Virginia must be competing with another state for the company's final location decision;
- The company must be in one of the targeted industries listed above.

Incentive Guidelines

- Companies that meet the minimum requirements will, at the Board of Supervisors' discretion, be approved for Loudoun County's Fast Track commercial development process.
- If the county chooses to provide a match to the Governor's Opportunity Fund with fee waivers and/or cash, then the new real estate and personal property taxes that will be paid to the county by the company over the three years following the incentive award must be equal to the amount of the county match.
- If the county match includes public infrastructure improvements, then the new real estate and personal property taxes that will be paid to the county by the company over the five years following the incentive award must be equal to the amount of the county match.



Loudoun County, Virginia Business Incentive Guidelines

Loudoun County will match the Virginia Governor's Opportunity Fund in this order of priority:

1. Public infrastructure improvements, such as roads, sidewalks, parking facilities, etc.
2. Waiving commercial development processing fees.
3. Cash.

Virginia Companies Relocating to or Expanding in Loudoun County

Minimum Requirements

- The company must create a minimum of 50 new jobs which pay 100 percent of the county's median wage, which is currently \$58,000.
- The company must make a minimum \$5 million investment in buildings, land and equipment.
- The company must receive a Virginia Jobs Investment Program grant.
- Loudoun County must be competing with another jurisdiction for the company's final location decision.
- The company must be in one of Loudoun County's targeted business industries.

Incentive Guidelines

- Companies that meet the minimum requirements will, at the Board of Supervisors' discretion, be approved for the county's Fast Track commercial development process.
- If the county chooses to provide a match with fee waivers and/or cash, then the new real estate and personal property taxes that will be paid to the county by the company over the three years following the incentive award must be equal to the amount of the county match.
- If the county match includes public infrastructure improvements, then the new real estate and personal property taxes that will be paid to the county by the company over the five years following the incentive award must be equal to the amount of the county match.

The types of incentives available to Virginia companies relocating to or expanding in Loudoun County will be limited to:

1. Waiving commercial development processing fees.
2. Public infrastructure improvements, such as roads, sidewalks, parking facilities, etc.
3. A match of the Virginia Jobs Investment Program grant.

Loudoun Companies Expanding Within Loudoun

Minimum Requirements

- The company must create a minimum of 25 new jobs.
- The company must make a minimum \$2.5 million investment in buildings, land and equipment.
- The company must receive a Virginia Jobs Investment Program grant.



Loudoun County, Virginia Business Incentive Guidelines

- Loudoun County must be competing with another jurisdiction for the company's final location decision.
- The company must be in one of Loudoun's targeted business industries.

Incentive Guidelines

- Companies that meet the minimum requirements will, at the Board of Supervisors' discretion, be approved for the county's Fast Track commercial development process.
- If the county chooses to provide a match with fee waivers and/or cash, then the new real estate and personal property taxes that will be paid to the county by the company over the three years following the incentive award must be equal to the amount of the county match.
- If the county match includes public infrastructure improvements, then the new real estate and personal property taxes that will be paid to the county by the company over the five years following the incentive award must be equal to the amount of the county match.

The types of incentives available to companies expanding within Loudoun County will be limited to:

1. Waiving commercial development processing fees.
2. Public infrastructure improvements, such as roads, sidewalks, parking facilities, etc.
3. A match of the Virginia Jobs Investment Program grant.

